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THE NEW YORK HERALD was founded by James Gordon Bennett in 1835. It remained the sole property of its founder until his death, in 1872, when his son, also James Gordon Bennett, succeeded to the ownership of the paper, which remained in his hands until his death, in 1918. THE HERALD became the property of Frank A. Munsey, its present owner, in 1920.

THURSDAY, DECEMBER 14, 1922.

No Politics With Rural Credits.

Congress factions and Congress blocs would better have a care how they play politics with the Administration measure to provide bank credits for the American farmer. Whether Democratic members make a football of this measure to put the Republican party in a hole, as the plain talk is in Washington, or whether radicals in the Republican ranks tamper with it to embarrass the President, they will be in a bad business for themselves. The country wants this rural credits legislation to go through as much as agriculture wants it to go through, and the general public as well as the farmer is going to give sharp attention to any Congress element that bedevils this important national matter.

There is nothing abnormal about the credit needs of the farmer and there is nothing mysterious about the means to supply them. Those who have had practical experience in providing rural credits in great bulk, like EUGENE MEYER, Jr., head of the War Finance Corporation, and those who have studied the question thoroughly as an economic and financial theorem, like BERNARD BARUCH, are generally in agreement with the mass of intelligent, responsible farmers as to what is required and what can be done soundly and safely.

The farmer must have adequate bank credits or other loan facilities to take care of three different phases of his business and he should have them at a reasonable cost. The first of these is borrowing power on the farm itself. As the land, buildings and equipment are perfect security for such a loan on a proper valuation there is nothing involved here, from the lender's point of view, alien to good banking or wise investing.

From the point of view of the farmer and of the country which depends on the farmer for its food and clothing the debatable question at this point is what should be the limit in the size of such farm loans. But obviously a farm worth $50,000 cannot be adequately financed on the same amount as a farm worth $12,000. Obviously, also, a farm worth $50,000 is as strong collateral for a loan of $25,000 or $35,000 as a farm worth $5,000 is for a loan of $2,500 or $3,500.

And any American mind of vision and imagination can see that a low limit on farm loans, irrespective of the capacity of the farm to produce and of the capacity of its owner to make it produce, means nothing better than an enforced system of petty farming in this country of grand scale performances.

Another need of the farmer is a bank loan on his crop when it is a tangible, concrete fact ready or almost ready for market but which he does not want to sell yet because of market conditions. Here again there is perfect collateral in the crop itself, on a proper marginal valuation, and there is nothing in that for an agricultural banking system to be afraid of.

The third natural requirement of the farmer involves what is known in business as a moral risk. In this case he has no crop to put up as collateral; perhaps he is a tenant farmer and owns no land. He wants to raise a crop and the country wants him to raise a crop. He needs money for seed, for implements, for labor. He needs money for himself and his family to live on during the year it will take him to raise, harvest and market his crop. And he must get it.

This is no new thing in the general business field, where the greatest and most successful bankers habitually make loans to men—character loans—on their standing in the community. This, however, is the real crux of the agricultural credit problem. There are risks of unseasonable floods, droughts and frosts, of blights and of other devastations that may make and do make every year utter failures out of thousands of crops that competent farmers have undertaken to raise. Moreover, there are thousands of new farmers starting out every season with no record of achievement in the communities in which they settle.

Nevertheless the country wants these farmers to have a chance and a fair chance to raise their crops, because the country wants to be assured of a full supply of food for domestic consumption, with a surplus for export trade. The question is how best to meet this situation, and the general opinion of farmers and financial experts alike seems to be that it is something that would better be handled by farmers themselves in given communities acting in cooperation.

But, at that, the need of the farmers as a whole being borrowed money, the call of the cooperating individuals or organizations still would be for outside financial support, whether from a banking system or from the Government itself. And this does not mean fabulous moneys to be raised only by colossal taxes. There is no need of that.

The experience of the War Finance Corporation in the crucial post-war period of drastic agricultural deflation has proved, as made clear by Mr. MEYER, that no immeasurable money mass is required to finance all legitimate needs of American agriculture. The limit within which Congress should stay will be wide enough to take care of the farmers; it will not empty the Treasury.

So wild statesmanship in Congress cannot make of this problem anything supernatural; and well balanced statesmanship need not regard any part of it as impossible or impracticable.

Plumbers' Union Methods.

The testimony before the Lockwood committee under the questioning of SAMUEL UNTERMYER gives to the public some hint of what the plumbers' union has done and is doing to the public.

That union, thanks to the blind selfishness of its members and the gall and greed of its bosses, is blocking construction of all kinds at a time when this country needs buildings more than ever it needed them.

That union, with its dog in the manger tactics, is keeping young men who need work out of a trade which needs workmen. It has stopped at nothing in its effort to leave the plumbing trade constantly short of men in order that its wage scales and its regulations may be imposed upon employers.

A single phase of the situation forced by the union is enough to show the economic evil that is wrought. Pipe cutting and threading represents half the work of general plumbing. This work could be done quickly and economically with power machinery in the shops. But the plumbers' union compels the plumbing contractors to have all pipe cut by hand on the job. The cutting and threading of pipe is not skilled work. A fairly strong boy can learn in a day to cut and thread pipe up to the diameter of two inches. But the apprentices and helpers who used to cut and thread pipe are not permitted to do so now; the union forbids. In fact, the union does not allow apprentices. It allows helpers, but only one for every two journeymen plumbers. And a helper is no longer allowed to use tools, not even such simple devices as pipe cutters and the stocks and dies that are employed in threading.

The result of these union rules is that the helpers, who should be busy with work they are perfectly competent to do, are used only as porters for the journeymen. And the journeymen, who should be busy with the skilled end of plumbing, spend half their time on unskilled work and ask $9 or more a day.

Thus labor is wasted. Thus money is thrown away. Thus young men who might be learning a trade are denied the experience they need. Thus, at a time of housing shortage, construction is blocked by the lack of labor.

The New Modern Dancing.

Out of the conferences between Mrs. GEORGE W. LOFT, Deputy Police Commisioner, and the dance hall proprietors who visited her at the West Thirty-seventh street police station to talk over the management of their resorts there has grown the New York Ballroom Association, which is soon to be incorporated at Albany. The proprietors of the various public dancing places compose the membership of the new organization, and they have assured Mrs. LOFT that there will be no cause for complaint about the dances they permit in the future.

When the Deputy Police Commissioner had her first meeting with the dance hall managers it would have been difficult to regard the steps against which she complained as corresponding in any way to the civilized conception of the dance. There was certainly nothing in their names to suggest that they served as a means of decorous public diversion. The words waltz, polka and galop always had their significance. But what sort of dancing could "parking," "balconnading" or the "scandal walk" be? Whatever their kind was, the Deputy Police Commissioner decided that the cause of public propriety demanded that they stop.

There will be complete agreement with this opinion on the part of every citizen of New York whose horizon is not restricted by the midnight ecstasies of the cabaret. There will also be regret that it was necessary to invoke the police power to bring to an end these indulgences before the crowds that gaped at them nightly. How the dancers ever consented to supply so much diversion to the spectators that came to watch them is another question to be explained only by cabaret psychology. Cabaret and dance hall crowds always consist of at least 50 per cent. spectators.

It may not now be necessary to seek an answer to such inquiries. The proprietors of the dance halls have promised that the New York Ballroom Association will do its work so efficiently that there will be nothing objectionable in the future. Since they are its leading members, they ought to know.

Those Dismal Scientists!

Just at the time when almost everybody is indulging in the most delightful fancies, delusions and extravagances; when half the people are carrying home sealed packages, when even the gloomsters are preparing for their annual grin, along comes Dr. D. T. MCDOUGAL of the Carnegie Institution and tells us what's what about human beings.

You think, as you see your wife bound away on a shopping expedition: "There's a wonderful creature, full of spirits that must have celestial origin." Not so, says Dr. MCDOUGAL. "Life in the last analysis," say he, "consists of a series of correlated transformations of energy or chains of metabolism which take place in the liquid occupying the spaces of a colloidal meshwork."

You regard the friend who has invited you to that New Year's Eve party as one of Nature's noblemen. He is not, says Dr. MCDOUGAL; he is largely composed of mucilage, soap and fat. In fact, he is jelly. "The meshwork or more solid part of the jelly," says the doctor, "is in a perpetual state of alteration by hydration and dehydration."

What's Christmas to a scientist? He regards the Yule log as a piece of wood and a chimney as something to carry off smoke. Santa Claus would interest him only as a person whose girth indicated early hardening of the arteries. And a plum pudding he would have analyzed.

Is Man More Sensibly Clad?

Criticism of woman's clothes is in the air now. Did the threat of the sweeping skirt suggest the note of dissatisfaction observable in man's expressions concerning feminine fashions? It makes really no difference, perhaps, since Miss HELEN LOUISE JOHNSON said in her lecture on dress at the Brooklyn Institute of Arts and Sciences the other night that reformers would never be satisfied however woman dressed. Of course they won't. Reforming is a business like every other and it must not end whatever happens.

Nobody tries now to reform the beauty out of women's dress as in the past. As if out of mere perversity fashion occasionally adopts without credit the suggestions of reformers and makes things of beauty from them. Witness the gowns of the day, which no longer hang from the hips but put their weight on the shoulders of women, where the reformers of ten years or more ago always wanted it. Fashion has shown that this may be accomplished by creating a modish and beautiful frock instead of a bag. Woman will never be convinced that there is any merit in a reform which departs from the smart and becoming, whatever may be urged in its hygienic favor.

Authorities have been asking lately if there is any more common sense in man's way of clothing himself than there is in feminine modes he criticizes. Their catalogue of his garments is not reassuring. Neither his knowledge of nor his regard for the ordinary rules of health would be rated high if judged by the clothes he wears. A woman must have prepared the list which is meant to show his lack of reason in the matter.

His feet are incased in heavy socks which hold not only heat but dampness, and over these is a covering of leather which is practically waterproof. They may be heavy enough and tight enough to deform the foot or render the muscles useless through lack of exercise.

The leg is tightly clothed in undergarments, and as if they were not confining enough there are trousers over them. Sometimes a tight belt is added to the close fitting trousers, thereby contracting the muscles of the abdomen still further. A stiffly starched collar makes it almost impossible to use the muscles of the throat, which is also held tight by the band of the shirt.

A heavy waistcoat of cotton or wool presses the chest together while the sleeves of the coat cramp the arms. To this pessimistic schedule must be added a hat which in nine cases out of ten is likely to impede circulation. The oppressive overcoat weighs down the wearer.

Such a list seems to presuppose an unskilled tailor, while it also bites with feminine sharpness. Yet it has its value in calling attention to the most advisable course of conduct for those who dwell in glass houses.

Another Ocean Race.

True to the promise he made to a correspondent of THE NEW YORK HERALD in London on July 13 last, the Duke of Leinster has sailed for New York to make preparation for a single-handed transatlantic race next summer against WILLIAM WASHBURN NUTTING, each man to sail a twelve-ton ketch. The original plan of the British yachtsman was to sail from England to the United States in his ketch-rigged yacht, accompanied only by a cook, but, as a result of a challenge from Mr. NUTTING, the Duke now proposes to have a ketch built in this country especially for the race, which is to be sailed next year, presumably in the summer months.

Mr. NUTTING crossed the Atlantic single-handed in his ketch Typhoon in 1920, so the race will not be a unique experience for him. Single-handed ocean sailing has been made more of by English than by American yachtsmen, in books at least, for we have "Roy Roy" MACGREGOR's book and MCMULLEN's famous cruises, although the greatest single-handed sailor that ever skimmed the seven seas was undoubtedly Captain SLOCUM of the Spray. In the decade between 1870 and 1880 there were several American small boats, including a patent liferaft, that sailed over to England, although they had more than one man on board as a rule. It is only a comparatively few years since THOMAS FLEMING DAY crossed the Atlantic twice in small craft, once in his little yawl with two companions and again in a powerboat, a cruise that ended at St. Petersburg.

Since the famous German Emperor's cup race we have had no translantic contest, and in the history of yachting there has been no single-handed race across what sailors call the western ocean. The Duke of LEINSTER and Mr. NUTTING, even if each amateur skipper takes an extra hand, will have hard work cut out for them, and the contest will be followed with keen interest by those who believe that ocean racing should develop real seagoing craft and not racing machines.

Gifts a Man Would Like.

A pocket machine which in the rush hour would change a dime into two nickels.

A device which would prevent the owner from telling the same story twice to the same person.

A bathroom cuckoo clock from which would pop razor, brush and soap instead of the conventional figures.

A pair of slippers which after having been kicked under the bed would creep back to their proper place.

An umbrella or cane which would bark angrily if left behind in a train.

A photograph of himself, if he has passed 40, as he thinks he looks.

A list of the things his wife really wants for Christmas.

Colonel Huston Quits Baseball.

With the retirement of Colonel TILLINGHAST L. HUSTON from the New York club of the American League baseball loses the active support of a friend whose aggressive, sportsmanlike qualities did much to lift the professional game to the high plane and record breaking prosperity it attained after the war. With Colonel JACOB RUPPERT, to whom his half ownership in the Yankees is about to pass, he formed a partnership which took the lead in doing away with the petty squabbles and shortsighted policies which had hurt baseball.

The sale of Colonel HUSTON's half share in the Yankees recalls the remarkable growth of baseball, particularly on the money side. When Colonel RUPPERT and Colonel HUSTON purchased the club in 1915 they paid $480,000. To-day it is estimated that the club—a term which covers the franchise, contracts of players, prestige, good will and the new stadium—is worth at least $3,000,000. It is estimated that the New York club of the National League would bring in the neighborhood of $2,500,000, the difference between the valuations of the two New York major league clubs being accounted for by the fact that the Giants do not own the land on which their stadium stands.

The clubs of the National League alone are valued at $10,000,000. It's a far cry from values and conditions which existed when the Giants played at the old Polo Grounds at 110th street and Fifth avenue and an Independence Day crowd of 22,000 broke all records and brought out the police. It's a far cry from the annual salary of $4,500 ROGER CONNOR, the fence buster of the old days, received to the $65,000 Babe RUTH is reported to be getting each season. Certainly baseball has moved.

The statement made in this newspaper the other day, that WILLIAM F. HOPPE learned to play billiards in his father's barber shop in Newburgh has brought protests from Cornwall on the Hudson, which asserts that the famous Hoppe barber shop was within its corporate limits. Mr. HOPPE himself backs up Cornwall on the Hudson. So in Cornwall on the Hudson the master of the cue and cushion began his career, a fact of interest to every student of billiards.

Fifty girls wearing black sateen knickers and standing on their heads undoubtedly added interest to the exercises at a school of physical culture, but how many parents would a few years ago have thought such an accomplishment necessary to the education of their daughters?

England's nine women lawyers are said to have been as businesslike as the men when they donned their forensic wigs, and not one of them asked if hers was on straight.

John Barrymore's Hamlet.

Dark from "the dreadful fellowship with night";
Brilliant as Lucifer's down plunging star!
Contrary as that devil's cursed delight
Compared with Michael of the Golden Bar—
This grand chiaroscuro that Bill made
A challenge to Rem Harmenzoon van Ryn,
Forever tells us, through life's light and shade,
That only weakness is man's greatest sin.
And you have done what all may do to Time,
Ever since caution croaked or high ambition sung.
Cold, cynical age is wise, but youth itself's no crime,
Faith in good work keeps men forever young.
Shakespeare and Lincoln knew what you have known,
And like yourself, they calmly took their own.
Because they knew and tried.
Forget each bloomin' critic in this town!
For them—it's "Jack, get up!" For you, "Sit down!"

REMBRANDT W. B. DITMARS.

The Immigration Problem.

Professor Ward's Opinion as to the Requirements of the United States.

To THE NEW YORK HERALD: In your recent editorial article on immigration and the need of labor I am glad to see that you do not advocate a general breaking down of our present immigration law but rather a careful selection of such aliens as may be needed in this country.

Many people are misled regarding the effect of the 3 per cent. law on the labor supply. It should be recalled that for about eight years, owing to the war, immigration has been at a low ebb. During all this time we have not received a year on the average as many new immigrants as can come in annually under the 3 per cent. law. In other words, we can be considered to have a deficiency in a normal inflow of immigrants. Further, during the recent period of unemployment large numbers of foreign born laborers returned to their homes for the first visit there since the war began.

As far back as I can recall there has been a demand for more immigrants during every period of business prosperity, even when we had practically unlimited immigration, that is, before we had any numerical restriction. The present demand would exist even if the percentage law were not on the statute books.

Our whole system of employment is badly organized. Our manufacturers demand more labor when they need it, and then during periods of slack employment the community is obliged to support the unemployed. It is a good thing for the large employer, but it is a very bad thing for the public and for the country.

What we need is better organization of the labor market. It is estimated that there are probably over 1,000,000 casually employed laborers in the United States to-day. And yet the demand for more labor, which means "cheap" labor, continues. The best interests of this country will not be served if the bars are let down again. The call for cheap labor has in the past brought in millions of aliens who have given rise to our immigration "problems."

A carefully limited and a wisely selected alien immigration is best for the country socially and politically, and also best in the long run for American industry. ROBERT DEC. WARD.

CAMBRIDGE, Mass., December 12.

Work on July 4?

Horrifying Suggestion by an Over Industrious Man.

To THE NEW YORK HERALD: Your correspondent who advocates the abolition of certain holidays is only started in the right direction. He still holds the erroneous holiday idea in conceding the retention of Independence Day.

The greatest waste, however, is the devotion of one day in seven to laziness. Any one who wishes to worship can very easily do so outside of business hours and will, if he really wants to. At present Sunday is purely wasted.

Resting is rusting. The true rest comes simply from a change of work, and this is the ideal vacation. We can best honor our country by working at our usual tasks on Independence Day and observing sane, dignified ceremonies after 6 o'clock.

Instead of the people of New York wasting about 40,000,000 hours once a week—eight hours each for 5,000,000 people—I suggest an interchange of tasks. Let bookkeepers work in the mill, let factory hands keep the books, and let people like E. P. Hill exchange tasks with, let us say, street sweepers.

A. W. M.

NEW YORK, December 13.

Maine's Ice Regulation.

Health Commissioner Kendall Explains the Reason for It.

To THE NEW YORK HERALD: It is a fact that we passed rules and regulations concerning the common drinking cup and common towels, and also did include the regulation that "no cask, water cooler or other receptacle shall be used for storing or supplying drinking water to the public or to employees unless it is covered and protected so as to prevent persons from dipping the water therefrom or contaminating the same, and no ice shall be allowed to come in direct contact with water or other liquids to be used for drinking purposes in such containers."

This regulation is not an acknowledgment that our waters are polluted, but is a regulation to protect our citizens and visitors to our State from other parts of the country against possible chance of disease through liquid refreshments. We believe this is a good advertisement for the State, that the State Department of Health is doing its best to protect its citizens and visitors. The conditions in our State are not different from those in other States of the Union which have large bodies of water that are used for recreation purposes during the summer months. People use our lakes, rivers and streams for swimming and boating and there is chance for polluting our waters, and we wish to protect the people against possible sickness.

Ice cut from these lakes, rivers and streams may be pure, but in the process of handling the ice may become contaminated through the dust from the streets or through the dirty hands of the people who are handling the ice.

We believe that Maine has taken an advanced step in protecting its citizens.

C. F. KENDALL,
State Health Commissioner.

AUGUSTA, Me., December 11.

Women's Shoes.

Enterprising Makers Multiply the Number of Styles.

To THE NEW YORK HERALD: One reason why there are so many styles of women's shoes is to be found in the enterprise of those who specialize in the finer brands of footwear for women. These men think they are not keeping step with trade unless their product for each season contains several novelties, and experts spend months experimenting with combinations of leather and cloth to produce something unusual.

The slipper manufacturer outrivals the shoemaker, for he can bring into use satins, beads, jet and other ornaments. But if the women of the country didn't buy the shoes they would not be made.

The cost of lasts and patterns must be reckoned in figuring the price of shoes. Fewer styles would reduce the cost of production materially.

NEW YORK, December 13. COBBLER.

A Post Office Souvenir.

From the Kansas City Star.

A mail pouch which arrived in Toronto one day last week was inscribed in indelible ink: "This is the sack that Roy Gardner cut the strings from to tie the mail clerk with in Phoenix, Arizona, November 15, 1921."

John Wanamaker, the Merchant

An Analysis of His Success by One Who Has Been His Intimate Business Associate for 23 Years.

By JOSEPH H. APPEL.

1. *He was himself—John Wanamaker.*

He copied no man. He studied other men, other systems, other practices, other businesses; he adopted and adapted. But in whatever he did, whatever he wrote, whatever he said, whatever he thought, was the personality, the individuality, the originality of John Wanamaker.

2. *He dreamed dreams.*

From the time, as a boy, when the jeweler refused to let him change his mind and the merchandise in purchasing a gift for his mother he dreamed of the kind of store he would have, and he continued to dream, ever changing and improving his store.

3. *He made his dreams come true.*

He had vision, foresight, aroundsight, seeing ahead of his day, his generation, even seeing through brick walls by seeing around them, seeing into people's homes, into people's hearts. He dreamed as no merchant ever dreamed before, but he made his dreams come true. He applied his thoughts, his ideas, his plans, his theories, his dreams. He would talk and give his imagination the freest rein, he would rise to the stars and then with a sudden "Well, now, let's see how we can apply this, how we can make it useful, practical, of service to the public," he would bring us all down to earth. John Wanamaker's "well, now," in his talk, his writings, and his actions, was always a summons to the practical. His "well, now," would either apply the idea or discard it, for the time being at least.

4. *He was true—to himself, to his people, to the public, to manufacturers.*

John Wanamaker never fooled himself, nor his people, nor the public. He played fair with all with whom he had dealings. He no doubt did this for moral reasons, but he did it also for business reasons. His whole merchandising system was based on fairness and squareness, and truth was the cornerstone. He was sincere in everything he did.

5. *He believed in himself* and in his business, in his people and in his public. He had faith and he lived his faith.

6. *He was always on the job.*

From store opening to store closing he was at his desk or around the store—always on the job—even writing his editorial articles on the train between Philadelphia and New York, in the automobile from store to home. He always carried a pad or else jotted notes on the back of an envelope. He was always getting ideas and putting them on paper for future use. He came to the store before his buyers and stayed after they had gone home, even when more than 80 years of age. No man worked harder at his job than John Wanamaker.

7. *He was always fit.*

With the exception of some minor attacks in later life—mostly colds due to the straining of his voice in a political campaign—he was always in health, vigorous, full of energy, a man of endurance that one half his years would envy. He knew the value in business of keeping fit—and he kept fit.

8. *He dared to do.*

No man in the retail field was so daring. He scared others with his big deals, but he was never afraid himself. He plunged—and sometimes lost—but more often won. Yet it was daring, tempered with carefulness and sagaciousness, that carried him through.

9. *He was free—and he made others free.*

Creating his own business from the beginning, he was never shackled. And he made his buyers and executives free—to find and make their way.

10. *He was a merchant—and he made his people merchants.*

The Wanamaker system of specialization and buyership made each section a store in itself, each buyer a merchant—with no more limitations than John Wanamaker placed on himself—the limitations that business laws and common prudence dictate.

11. *He had the "third eye."*

John Wanamaker's powers of observation were almost uncanny. He seemed to have eyes all over him. Nothing escaped him. He saw service and usefulness wherever he looked—in a barren field, in a pile of rubbish, in a blank wall. He saw through the wall to the beauty and utility on the other side. This gift was undoubtedly the spiritual eye—the third eye—that only genius has.

12. *He saw the good and developed it—correcting or discarding the bad.*

He quickly winnowed the wheat from the chaff. He was tolerant when forbearance seemed no longer a virtue. He would labor to the end to develop a man. He was always searching for the good in others, ignoring or correcting their faults.

13. *He accepted no limitations.*

When people were saying "It can't be done" he was doing it. He admitted no limitations in himself nor accepted any in others. He had unbounded confidence. He was not bound by conventions nor limitations nor conditions—he overcame them.

14. *He thought and acted in large units. He was never narrow.*

His mind grasped the big things of business and of life. He was not a detail man. He was a big operator in the market. He planned and carried through big deals.

15. *Yet he was careful of details.*

Not in any sense a detail man, yet he was careful in all he did—even in the way he dressed. He did a prodigious day's work, but he was much more than fairly accurate in details. He would catch others in errors much oftener than they would catch him.

16. *He always did the unexpected.*

So much so was this true that some of his associates used to figure on the very opposite of what John Wanamaker was expected to do—and this opposite would be the best guess. He deliberately planned originality.

17. *He was hospitable to the last degree.*

In his home, his office, his store always was this feeling of hospitality. One seemed to breathe it in with the air. In reality it was Wanamaker atmosphere. Freedom of shopping, courteous treatment, the at home feeling, free concerts and entertainment, exhibits of art—all these hospitalities that the business is famed for only reflected the hospitality of John Wanamaker, the man.

18. *He was always youthful.*

John Wanamaker never stopped growing. He was a youth at 80. He had the visions, the ambitions of a youth. He planned ahead, at an age when most men had quit active life, as though he would never die.

19. *He educated himself—and kept ever at it.*

With little schooling, because he had to go to work when 14 years old, he educated himself as few men have been educated. He was seldom without a book in his hand. Yet he learned most from men and nature.

20. *He was a good listener.*

With business crowding him almost beyond capacity, he would sit patiently to hear a man's story, sometimes even to the point of embarrassment. Many a man talked himself out of John Wanamaker's office while he only listened.

21. *He concentrated on everything he did.*

With a hundred subjects to consider in a day he would concentrate on each one as though that were the only thing in life. He would empty his mind of everything except the one thing under consideration.

22. *He never forgot.*

Even in old age his memory continued almost infallible. He never forgot people or friends or faces. And in a larger sense he never forgot one's service or loyalty.

23. *He never carried home business cares.*

When the day's work was done he closed up all his troubles in his office as he shut the door and forgot them until the next day. He never worried or fretted even in the dark panics of business.

24. *He never sacrificed creativeness to efficiency.*

His stores were often criticized as not being efficient—in the German sense of the term. But creativeness is greater than efficiency, and where efficiency interfered with true creativeness he sacrificed it. He kept himself open continually to the flow of the creative spirit through him and he kept his people and organization open to this spirit.

25. *He was always breaking records.*

This was perhaps the ruling passion of his life—to do better each day, to break records. This spirit is illustrated in a very human story, as related by Mr. Wanamaker about himself only three years ago. "Tell these men how we caught all those fish in one day," he said to the doctor who accompanied him on one of his fishing trips in Florida. "You mean," said the doctor, "how you caught all those fish—148 kingfish, weighing 1,400 pounds." "No," said Mr. Wanamaker, "1,391 pounds." "Well, 1,391 pounds," the doctor said, with a smile. But, not letting the doctor proceed, Mr. Wanamaker told himself how it was done.

"It was just like this," he said. "We went out in the Gulf at 9 in the morning, and the fish were biting freely. The doctor, not being very well that day, lounged back in his seat, and when I saw that his eyes were closed I knew that his line would not take up a catch, so I took it and handled it with my own. It was a troll line. And with two troll lines I caught the 148 fish before we came home that day. Sometimes I would catch five fish in five minutes. I pulled them all in myself, at least to the boat. I had some help in getting them aboard. As the fish began to come in I said to myself, 'Now I will stay until I catch 50.' When 50 were caught the doctor said, 'Now you must stop and go home.' 'No,' I said, 'I must catch 58, the record catch I made last year.' So I kept at it until I had 63.

"The doctor said, 'Well, now, you must go home; at least when you catch 75.' 'All right,' I said, 'I will catch 75.' When I caught 75 I was thinking of 100. When I caught 100 I began thinking of the record catch the whole boatload had made last year. I think it was 128. And I went after that record. I kept on until I landed 148, and it was midnight before we reached home, bringing with us the 1,391 pounds of fish that furnished happy meals for many a day for the fishermen and their families." And Mr. Wanamaker added: "There is nothing like going after records and beating them."

26. *He gave and received.*

Above even most great men he knew and practiced the law of life: Give and ye shall receive. He gave his all to the world. And he received almost all that the world has to give. Not empty honors. Not office. Not great pecuniary reward. But the goodwill of the people that enabled him to build a business unique in the world.

27. *He gave service to mankind.*

He ennobled service. He dignified labor. He made business a profession equal to any other profession.

28. *He gave reverence and worship to his Maker.*

Acknowledging all his long life the source of his power as coming from God, he revered and worshiped everything that comes from God. Sunday, too, was a work day for him—in the church and Sunday school, and week days were as sacred in his business as Sundays.

The Last of the High Boots.

From the Paris (Mo.) Mercury.

Forty years ago at this season dray loads of leather boots were unloaded at Paris and hauled up the streets to the dealers. The boxes were pyramided seven feet high. In those days only the fastidious wore shoes and then only on Sundays. At this season forty years ago boys were looking forward eagerly to new boots. Every boy kept tallow and beeswax with which to grease his boots. Now you can't buy a pair of boots in town. The last firm in the West to make them was the Gieseken at Jefferson City, and since their failure several years ago no boots have been on the market. The last pair of fine boots seen at Paris were worn by Governor Charles P. Johnson of St. Louis in 1900. He wore boots until the day of his death, having them made to order.

The Fighting Smile in Missouri.

From the Chillicothe Tribune.

Some people can call you a liar simply by smiling.

A Song at Nightfall.

I hear the night wind sighing,
The breakers plunge and moan;
There comes a poignant longing
For you, my own.

Afar above Point Lobos
A planet beacon shines;
Westward it beams and beckons
Between the pines.

Nay, star, I would not follow!
No Argonaut am I;
Rather would I adventure
The eastern sky;

Mount over peak and prairie
Through long, long leagues and lone
Back to a vine wreathed cottage,
And you, my own!

CLINTON SCOLLARD.

Daily Calendar

THE WEATHER.

For Eastern New York—Increasing cloudiness and slightly warmer to-day, followed by snow or rain to-night and to-morrow. Increasing east and southeast winds, probably becoming strong by to-morrow.

For New Jersey—Cloudy in north portion and snow or rain in south portion to-day; slightly warmer to-day, tomorrow rain or snow.

For Northern New England—Fair to-day followed by snow to-night or to-morrow.

For Southern New England—Increasing cloudiness and slightly warmer to-day followed by snow or rain to-night and to-morrow.

For Western New York—Increasing cloudiness and slightly warmer followed by snow this afternoon or night and on to-morrow, slightly warmer to-day.

WASHINGTON, Dec. 13.—The disturbance that was over the St. Lawrence Valley last night has moved eastward to the Gulf of St. Lawrence. The barometer was falling quite rapidly as far east as the lower Ohio valley. Pressure was high to-night over the Eastern States, the Dakotas, Montana and British Columbia.

The temperature was much lower to-day in the Atlantic States from Virginia northward, while there was a reaction to higher temperature in the upper lake region. The Western disturbance will move rapidly eastward, attended by precipitation almost generally to-morrow and Friday in the States east of the Mississippi River, except that the weather will remain fair until to-morrow night in the north Atlantic States and the Florida peninsula. The temperature will rise slowly to-morrow in the lower lake region, the Ohio valley, Tennessee, the east Gulf States and in the middle Atlantic and north Atlantic States.

Observations at United States Weather Bureau stations, taken at 8 P. M. yesterday, seventy-fifth meridian time:

Stations.	Temperature last 24 hrs. High.	Low.	Barometer.	Rainfall last 24 hrs.	Weather.
Abilene	30	48	29.92	..	Clear
Albany	28	18	30.34	..	Clear
Atlantic City	28	22	30.46	..	Clear
Baltimore	30	18	30.46	..	Clear
Bismarck	2	—12	30.32	..	Pt. Cldy
Boston	28	20	30.34	..	Clear
Buffalo	20	10	30.32	..	Cloudy
Cincinnati	24	10	30.32	..	Cloudy
Charleston	58	50	30.32	..	Cloudy
Chicago	22	8	30.26	..	Cloudy
Cleveland	24	12	30.36	..	Clear
Denver	34	20	29.74	..	Clear
Detroit	22	12	30.32	.02	Cloudy
Galveston	68	52	30.08	.14	Cloudy
Helena	0	—12	30.00	..	Cloudy
Jacksonville	60	56	30.26	.12	Cloudy
Kansas City	28	14	30.00	..	Cloudy
Los Angeles	62	52	29.92	..	Cloudy
Milwaukee	18	4	30.30	..	Cloudy
New Orleans	60	54	30.20	..	Cloudy
Oklahoma	44	22	29.86	..	Cloudy
Philadelphia	30	24	30.46	..	Clear
Pittsburgh	24	10	30.40	..	Clear
Portland, Me.	24	18	30.30	..	Clear
Portland, Ore.	28	18	30.06	..	Clear
Salt Lake City	50	32	29.60	.01	Rain
San Antonio	52	44	30.06	.04	Cloudy
San Diego	60	58	29.92	.14	Cloudy
San Francisco	60	50	29.84	.14	Cloudy
Seattle	34	24	30.02	..	Clear
St. Louis	28	16	30.12	..	Cloudy
St. Paul	14	—4	30.18	..	Cloudy
Washington	30	22	30.46	..	Clear

LOCAL WEATHER RECORDS.

	8 A. M.	8 P. M.
Barometer	30.35	30.41
Humidity	54	50
Wind—direction	W.	W.
Wind—velocity	10	15
Weather	Clear	Clear
Precipitation	None	None

The temperature in this city yesterday, as recorded by the official thermometer, is shown in the annexed table:

8 A. M...21	1 P. M...26	6 P. M...28
9 A. M...22	2 P. M...27	7 P. M...25
10 A. M...23	3 P. M...26	8 P. M...25
11 A. M...25	4 P. M...29	9 P. M...24
12 M...26	5 P. M...27	10 P. M...23

	1922.	1921.		1922.	1921.
9 A. M.	22	33	6 P. M.	28	32
12 M.	26	33	9 P. M.	24	30
3 P. M.	26	40	12 Mid.	24	27

Highest temperature, 30, at 2:10 P. M.
Lowest temperature, 20, at 7:40 A. M.
Average temperature, 25.

EVENTS TO-DAY.

Toy Manufacturers of the United States, meeting, Hotel McAlpin, 10:30 A. M. and 2 P. M.; dinner, 7 P. M.

American Engineering Standards Committee, luncheon meeting, Engineers Club, 12:30 P. M.

National Association of Importers of Hides and Skins, luncheon meeting, Hotel Astor, 12:30 P. M.

Eastern Military Association, meeting, 15 West Thirty-seventh street, 4 P. M.

Lake Champlain Association, annual meeting and dinner, Waldorf-Astoria.

Foster Mothers Association, bazaar, Hotel Pennsylvania, continuing through Saturday.

National Council of American Importers and Traders, luncheon, Hotel Astor, 12:30 P. M.

Bronx Board of Trade, luncheon, Hotel Commodore, 12:30 P. M.

New York Council of the American Association of Advertising Agencies, Hotel Pennsylvania, luncheon, Hotel Commodore, 12:30 P. M.

State Commission to Examine Laws Relating to Child Welfare, meeting to consider amendments to mothers' allowance law, Board of Child Welfare, 145 Worth street, 2:30 to 5 P. M.

Exchange Club, luncheon meeting, Hotel Breslin, 12:30 P. M.

United Sisters of Yorkville, luncheon, Hotel Astor, 1 P. M.

Society of Gas Lighting, meeting, Hotel Astor, 4 P. M.; dinner, 7 P. M.

Optical Manufacturers Association, meeting and luncheon, Hotel Commodore, 9:30 A. M. to 4:30 P. M.

Baseball Writers Association, meeting, Hotel Commodore, 2 P. M.

Railway Accounting Officers Association, meeting, Hotel Pennsylvania, 10 A. M.

Societe des Beaux Arts, luncheon, Waldorf-Astoria, noon.

Rotary Club, luncheon, Hotel McAlpin, 12:30 P. M.

George Gordon Battle on "The Situation in the Near East," Osceola Club, 1019 Madison avenue, 8:30 P. M.

Citizens Union, dinner, Hotel Astor, 7 P. M.

Maine Society, twentieth annual dinner, Delmonico's, evening.

District Attorney Banton on "What Lawyers Can Do to Increase Efficiency in the Administration of the Criminal Law," Bar Association, 42 West Forty-fourth street, 8:15 P. M.

Bronx Sheriff's Jury, dinner to Sheriff Edward J. Flynn, Hotel Commodore, 7 P. M.

Circumnavigators Club, dinner, Hotel Commodore, 7 P. M.

Niagara Frontier Society, meeting, Hotel Commodore, 8 P. M.

PUBLIC LECTURES TO-NIGHT.

MANHATTAN AND THE BRONX.

"Trend of the Times," Sydney N. Usher, Labor Temple, Fourteenth street and Second avenue.

"Trend of the Times," Mrs. Erna Owen, N. Y. P. L., Tompkins Square, Branch, 331 East Tenth street.

"Trend of the Times," Miss Myran L. Grant, Evander Childs High School, 184th street and Field place, The Bronx.

"Personal Recollections of Mark Twain and Eugene Field," Henry W. Fisher, Washington Irving High School, Irving place and Sixteenth street.

"Correct Breathing," Dr. Ernest V. Gallardo, M. G., Public School 43, 136th street and St. Nicholas avenue. Motion pictures.

"Some Foreign Influences on American Music and Poetry," Miss Sally Hamlin, Public School 52, Broadway and Academy street, Inwood. Recitations and piano selections.

"Cairo to Cape by Airplane," Miss Ida V. Simonton, Public School 59, 228 East Fifty-seventh street. Stereopticon views.

In Yiddish—"Relation of Jewish Immigrant to the Upbuilding of America," Joseph E. Eron, Public School 62, Hester and Essex streets.

"Contributions of Americans of Scottish Descent to Our National Growth and Development," Herbert Muirhead, Public School 93, Amsterdam avenue and Ninety-third street. Stereopticon views.

"The House That Uncle Sam Built," Dr. Harry Webb Farrington, Public School 165, 225 West 108th street, near Broadway. Recitations.